

Senior Director and General Manager, Fox Theatre, Detroit, MI January 1996 – February 2000

Administered the operation of the Fox Theatre, a 4,800 seat restored movie palace consistently rated one of the top grossing theatres in the country which hosts over 200 events per year. In addition to the theatre, managed an attached ten story office building and 1,100 space parking structure.

- Acted as liaison with exclusive presenter, reviewed artist offers, participated in event settlements. Facilitated private events and corporate functions including presidential events.
- Developed, maintained, and successfully monitored event, capital expenditure, and annual budgets.
- Recorded the single highest gross for a venue under 5,000 seats in 1998, which exceeded \$7 million dollars.
- Recorded the second highest net profit in a ten year period.
- Increased concession per cap by 8% over a two year period. Reduced slip and falls by 80% over a two year period, and reduced receivables by 30%.
- Negotiated labor contracts and maintained relationships with the following unions: box office, wardrobe, service workers, and stagehands. Developed employee moral program known as "Foxitude".
- Supervised the following departments: box office, concessions, merchandising, operations, office services, public safety, parking services, suite services, prime seats, and corporate hospitality. In total, supervised nine department heads and over 200 employees.